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# INVESTOR CONFERENCE BOSCH LTD.

**SOUMITRA BHATTACHARYA**  
MANAGING DIRECTOR, BOSCH LTD  
PRESIDENT, BOSCH GROUP IN INDIA

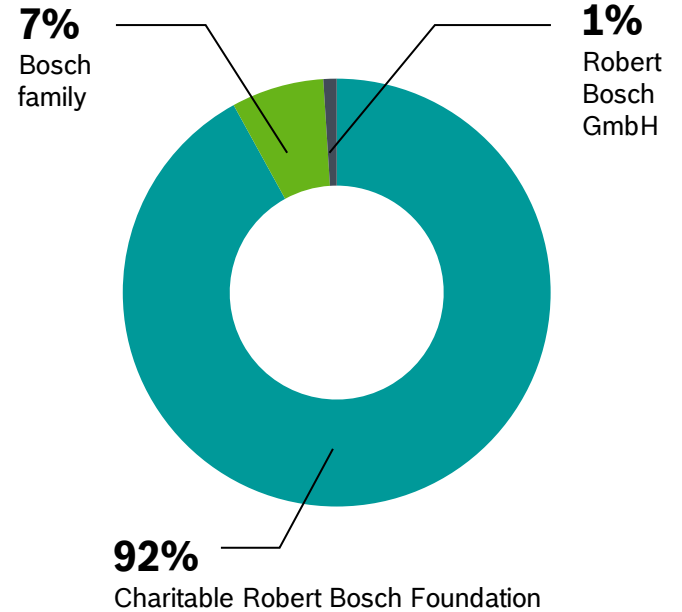
09.08.2021





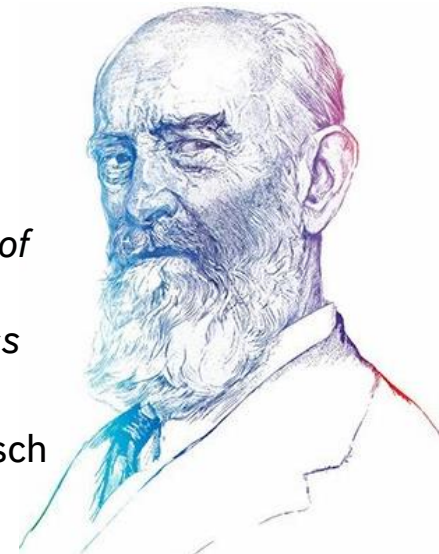
**A foundation as major stakeholder**  
Since 1964, Bosch's majority shareholder has been Robert Bosch Stiftung GmbH, a charitable foundation. The Stiftung carries on the charitable and social endeavors of the company founder in contemporary form.

## Ownership

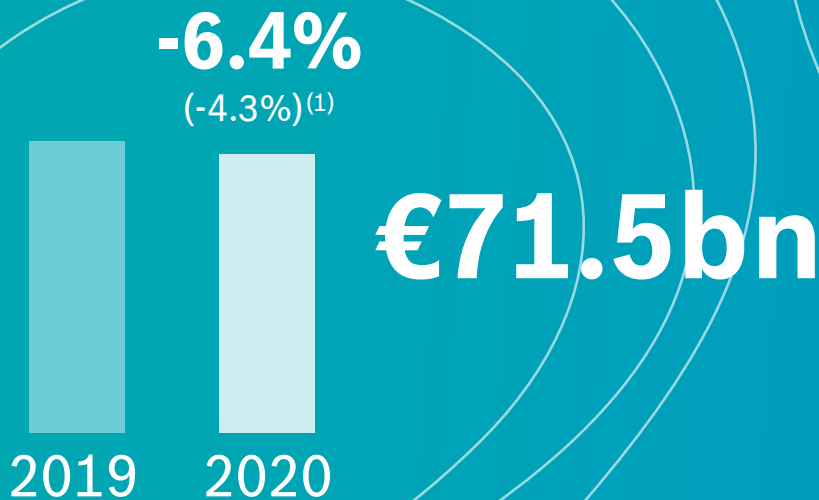


*“Technology, which is designed and has the capability to help the whole of mankind make the best of their lives and find happiness in life.”*

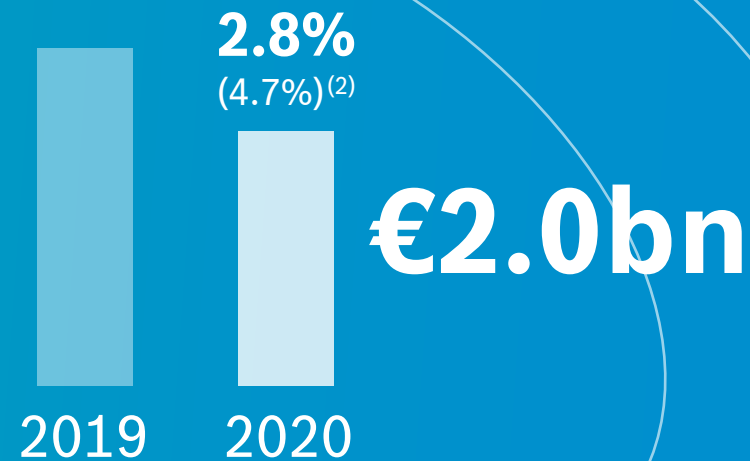
~ Robert Bosch



# Review of 2020 – Bosch Global COMPANY PERFORMED BETTER THAN EXPECTED



## MARGIN FROM OPERATIONS



<sup>(2)</sup> After adjusting for restructuring expenditure

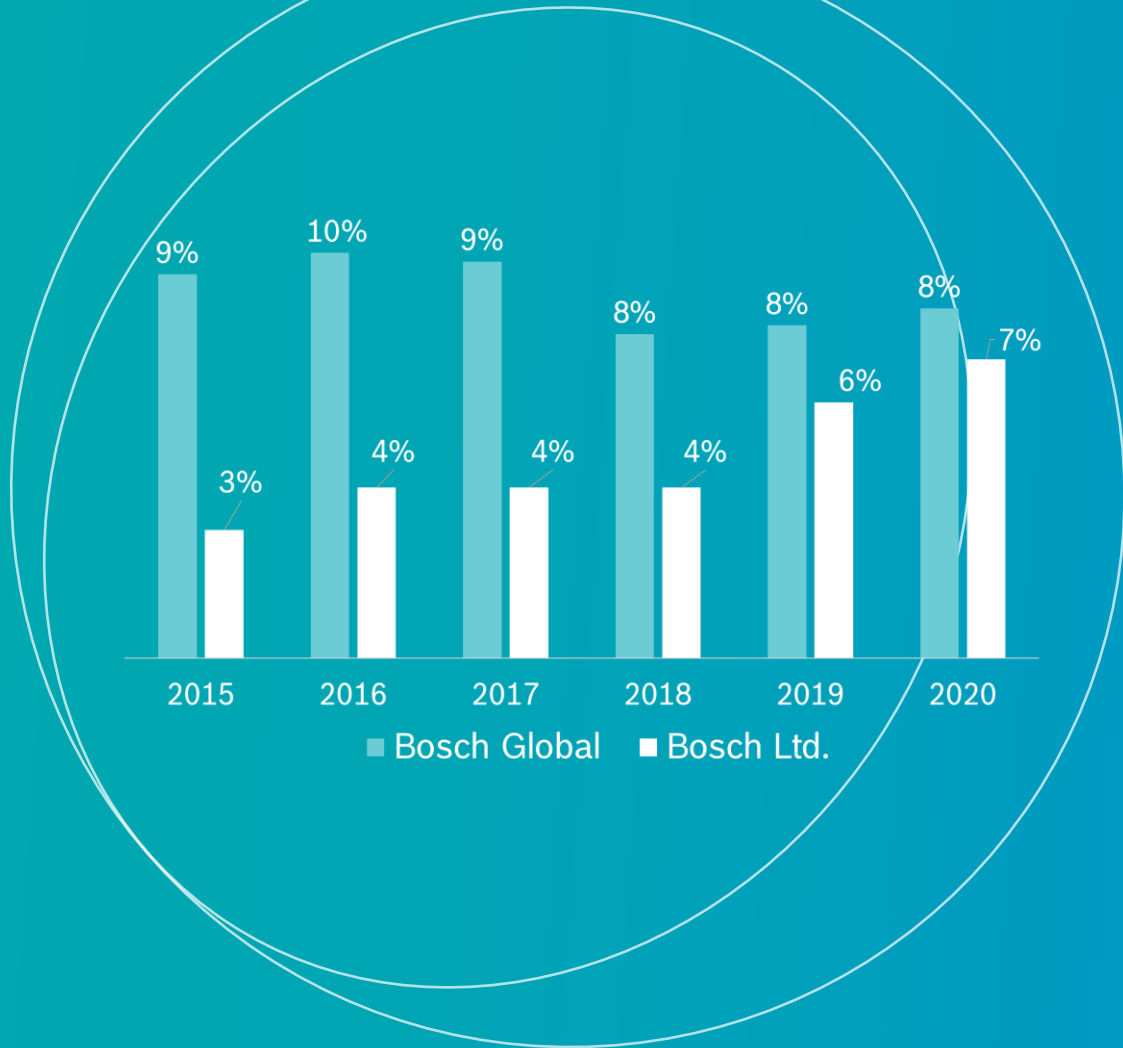
## BOSCH GROUP SALES

-  Mobility Solutions **59%**
-  Industrial Technology **7%**
-  Consumer Goods **26%**
-  Energy and Building Technology **8%**

<sup>(1)</sup> Exchange rate-adjusted



# BOSCH IS ONE OF THE WORLD'S MOST INNOVATIVE TECHNOLOGY COMPANIES



**€5.9B** Investment in R&D globally in 2020

**₹5.9B** Investment in R&D by Bosch Limited in 2020

Bosch Limited has started on the journey to continued investments in India to expand its portfolio

# Outlook 2021 INDIAN ECONOMIC DEVELOPMENT

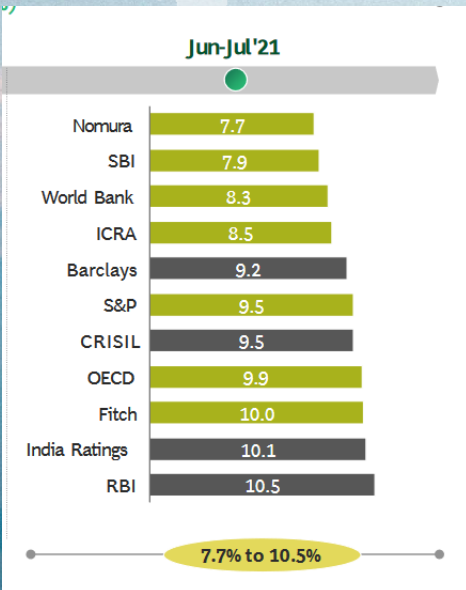
Indian economy might  
grow in FY2022

**+8-9%**

International Monetary Fund Estimates

**+5.6%** Advanced  
Economies

**+6.3%** Emerging  
Economies



# BOSCH IN INDIA BUSINESS OVERVIEW

## KEY FIGURES 2020



1922



**1<sup>st</sup> Sales Office**  
in Calcutta

1953



**1<sup>st</sup> Manufacturing**  
**Operations** in Bangalore

2022

**100 years Bosch in India**  
**69 years Make in India**



**15**  
**Group Companies**



**173.5**  
**Billion rupees**  
**Sales Revenue In 2020**



**30,000**  
**Associates**



**6,000+**  
**Suppliers**



**16**  
**Manufacturing**  
**Facilities**



**83.9**  
**Billion rupees**  
**Bosch Ltd**



**5500**  
**Bosch Ltd**  
**Associates**



**3,500+**  
**Sales Outlet**



**MOBILITY**  
**SOLUTIONS**



**ENERGY AND**  
**BUILDING TECH.**



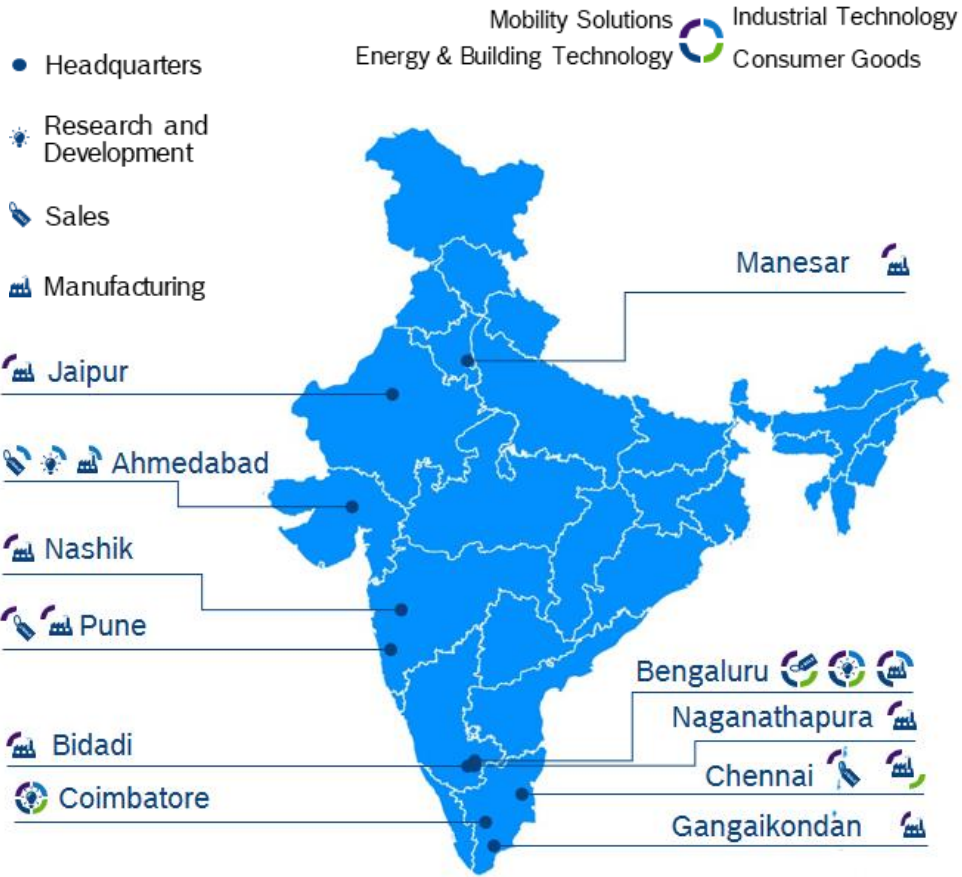
**CONSUMER**  
**GOODS**



**INDUSTRIAL**  
**TECH**



# BOSCH IN INDIA MANUFACTURING STORY



since **1953**  
Make in India

**16**  
Manufacturing  
Facilities

Bidadi



Ahmedabad



Jaipur



Chennai



Chakan



Gangaikondan



Naganathapura

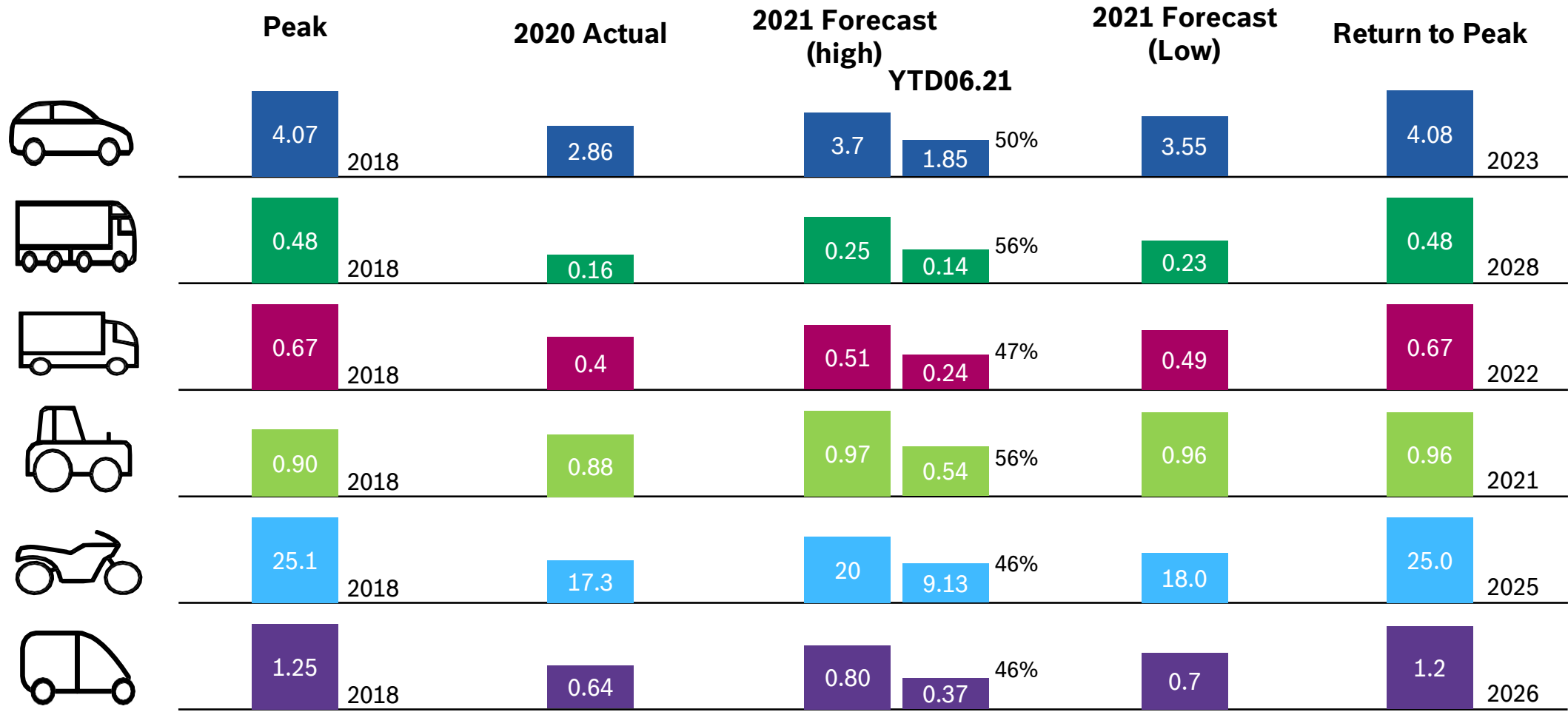


Nashik





# AUTOMOTIVE MARKET PROGNOSIS | PRODUCTION OUTLOOK



Unit of Measure in Mio vehicles

Reference: Econometric model Forecast  
Low-High Scenarios based on internal model forecast



# Mobility Portfolio

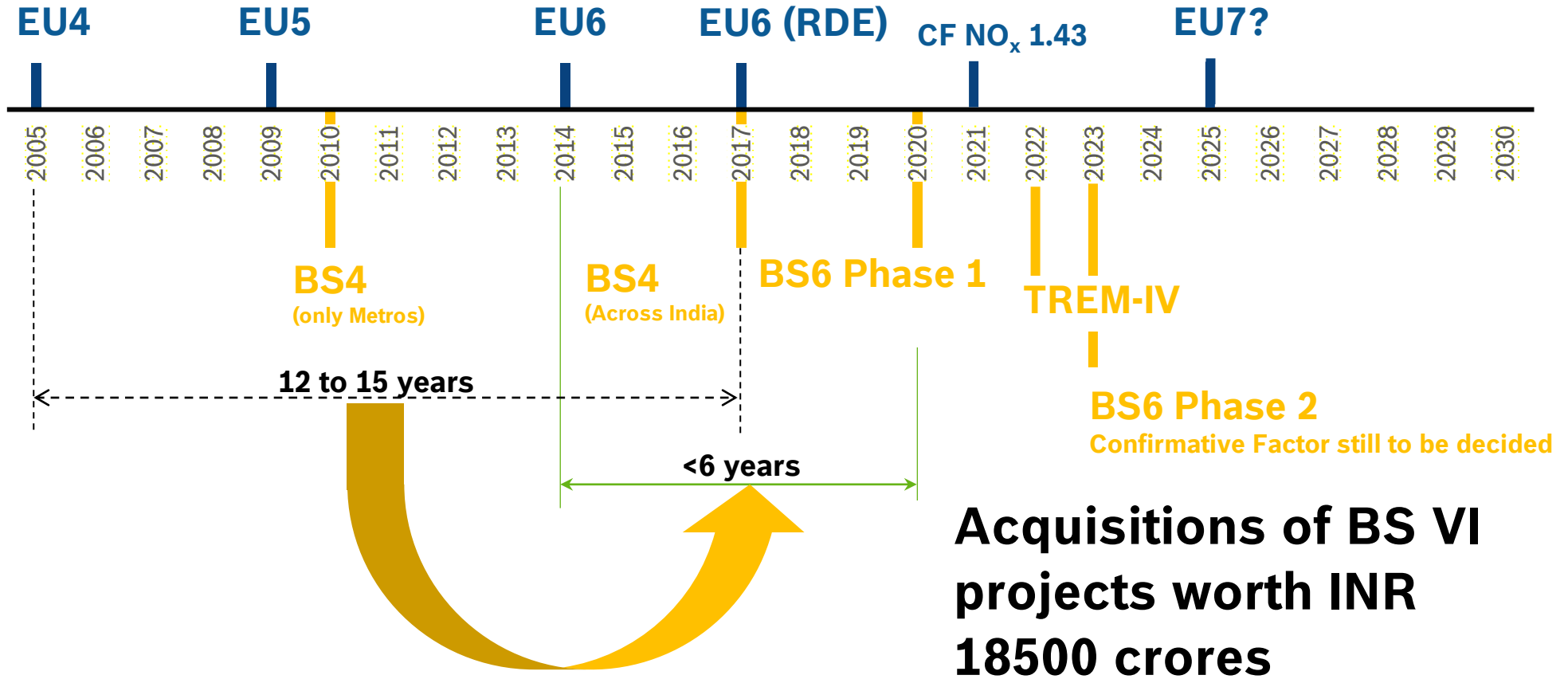


PREPARED FOR THE FUTURE

In a tough year, Bosch Mobility  
business grew by 2.4% despite near  
zero sales in Apr-May'20

**From Powertrain to Connectivity to Safety**  
Clean, Efficient & Technology Agnostic Mobility Solutions

# AUTOMOTIVE INDUSTRY | REGULATORY COMPARISON



Leapfrogging to BS6 = Technology backlog from ~12yrs to < 6yrs | Timeline for policies should not change

# MOBILITY TRENDS OF THE FUTURE

**sustainable**

**safe**

**exciting**

**Our purpose**

**S**

**Software & Services**

SW-defined systems, data-driven services

**P**

**Personalized & User Experience**

User-centered mobility for people and goods

**A**

**Automated**

Assisted & automated vehicle operations

**C**

**Connected Systems**

steering, braking, powertrain

**E**

**Electrified**

BEV, H2, actuators, thermal systems, energy supply

**Today's business & Growth fields**

**PURPOSE & AMBITION**

**A** MOBILITY  
VALUE CHAIN

**B** CUSTOMERS

**C** PORTFOLIO &  
TECHNOLOGIES

**D** PEOPLE &  
LEADERSHIP

**E** IMPLEMENTATION & EXCELLENCE



+



Combustion  
technology

Electricity

- Global shift towards electrification
- Bosch globally invests around €5bn in electromobility space
- In India, we are working on creating fit for market portfolio



# MOBILITY SOLUTIONS

Our vision: mobility “without side-effects”



EMISSIONS  
FREE



ACCIDENT  
FREE



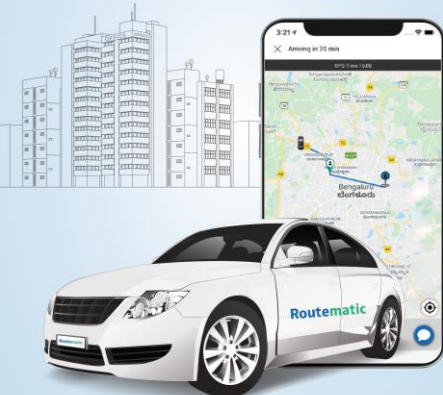
FASCINATING

- Developed the Mobility Cloud Platform to participate in the mobility lifecycle business in India
- Successful completion of the 'Digital Rupee' journey



## Routematic

URBAN MOBILITY INNOVATIONS FOR  
CORPORATE TRANSPORTATION



## BOSCH INDIA

- Demand Generation at secondary & tertiary levels
- De-risk from Diesel & grow focus products
- Workshop Concepts and Cooperation through a Digital Ecosystem
- Accelerate Digital initiatives across internal and external ecosystem

Automotive Aftermarket



Automotive Aftermarket portfolio, completed 100 years of its presence, as the world's leading multi-brand car service workshop.



# Power Tools

Fascinate Users,  
Affordable Solutions,  
Better Life

**>500 Service Centers**

Widest service network

Availability of

**> 9000 SKU's**

**in 6 warehouses** Pan India

The Company forayed into the e-commerce space with new-age partners such as Amazon, E-Dealers and in 2020 with GEM (Govt. E-Market Portal)



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## BOSCH INDIA

- Robert Bosch Engineering and Business Solution
- Bosch Automotive Electronics India
- Bosch Chassis Systems
- ETAS Automotive India
- Bosch Electrical Drives India
- Bosch Rexroth (India)
- BSH Home Appliances

Leveraging Bosch  
Group in India

## OUR STRENGTHS

SENSORS

SOFTWARE

SERVICES



# ENGAGEMENT OF BOSCH WITH INDUSTRY & GOVT. BODIES



Technology agnostic solutions provider

# RESPECTABLE PERFORMANCE

considering two month near zero sales in Apr-May 2020

**Operating Profit (EBIT)**

**8.2 bINR (8% oS)**

**Profit Before tax (PBT)  
w/o exceptional items**

**13.1 bINR (14% oS)**

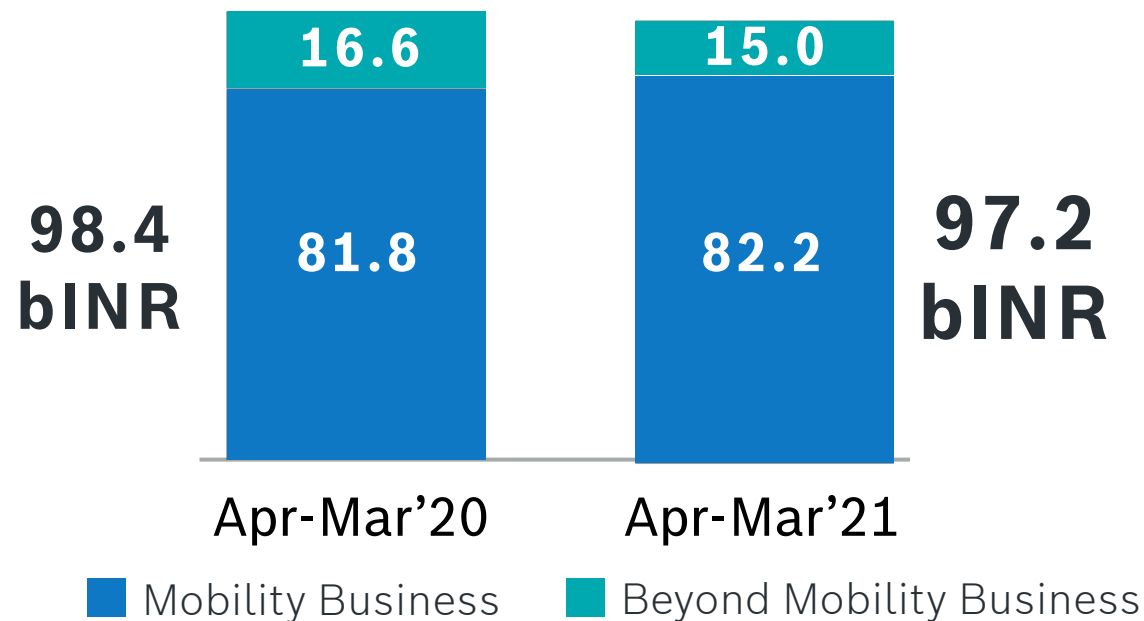
**Profit Before tax (PBT)  
w. exceptional items**

**5.7 bINR (6% oS)**

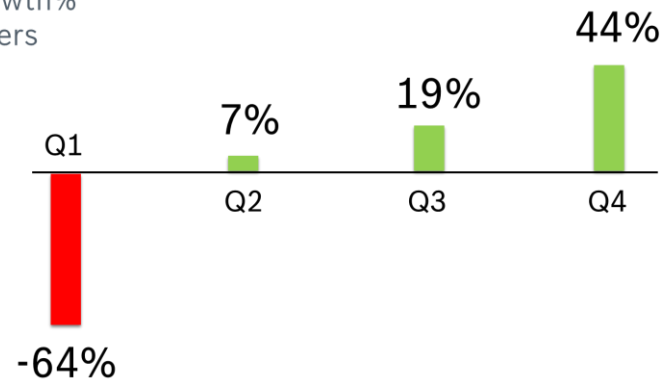
**Profit After tax (PAT)**

**4.8 bINR (5% oS)**

## Bosch Limited Total Revenue from Operations



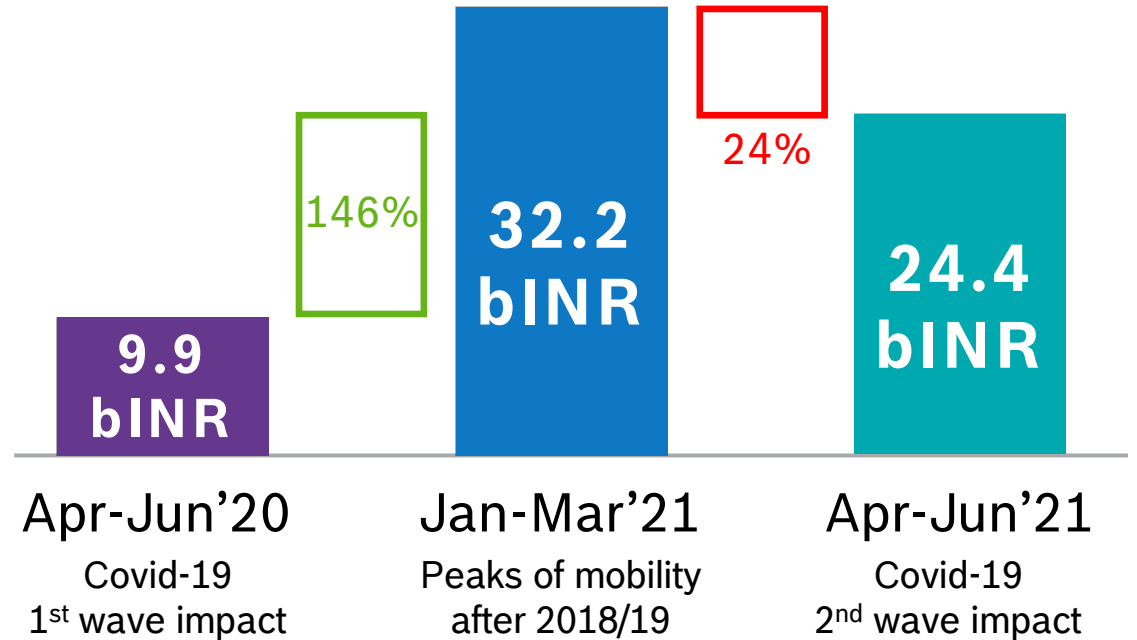
Revenue Growth%  
across quarters



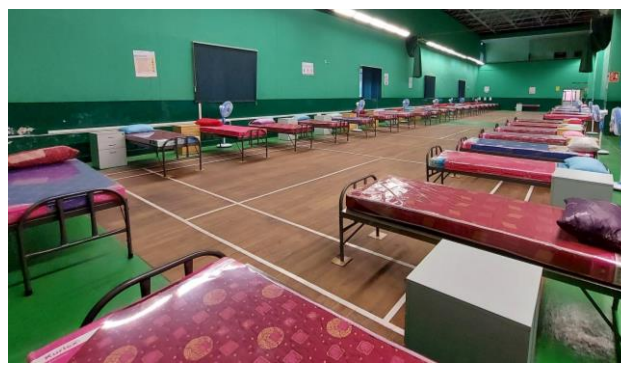
**WAVE 2 halts growth story**  
Localized lockdowns in Q1FY22

<b>Operating Profit (EBIT)</b>	<b>2.4 bINR (9.8% oS)</b>
<b>Profit Before tax (PBT)</b>	<b>3.3 bINR (13.7% oS)</b>
<b>Profit After tax (PAT)</b>	<b>2.6 bINR (10.6% oS)</b>

## Bosch Limited Total Revenue from Operations



We committed Rs.50 crores to the nation's fight against COVID-19. All of us must be curious to know the major projects taken up by Bosch to fight the pandemic. Here's a glance:



# Bosch India

In fight against

# COVID-19

**Indian Red Cross Society**

**BOSCH**  
Invented for Life

**Committed to care**

Robert Bosch GmbH extends medical aid worth approx. €1 million to the Government of India

#SaftelyIsNow



**₹50 Crores**  
Corpus from  
Bosch India



**100,000**  
masks per day




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Bosch Limited is  
now certified as a:

# Great Place To Work

Feb'21-Jan'22





We are pleased that

**CLIMATE ACTION**

is gaining **GLOBAL MOMENTUM**



**BOSCH**





# We **LEAD** Bosch

#People Obsession

#Customer Obsession

#Profitable Growth Obsession





100 years of Bosch India  
in 2022

**BOSCH ADUGODI**  
A Smart Campus

Thank you!